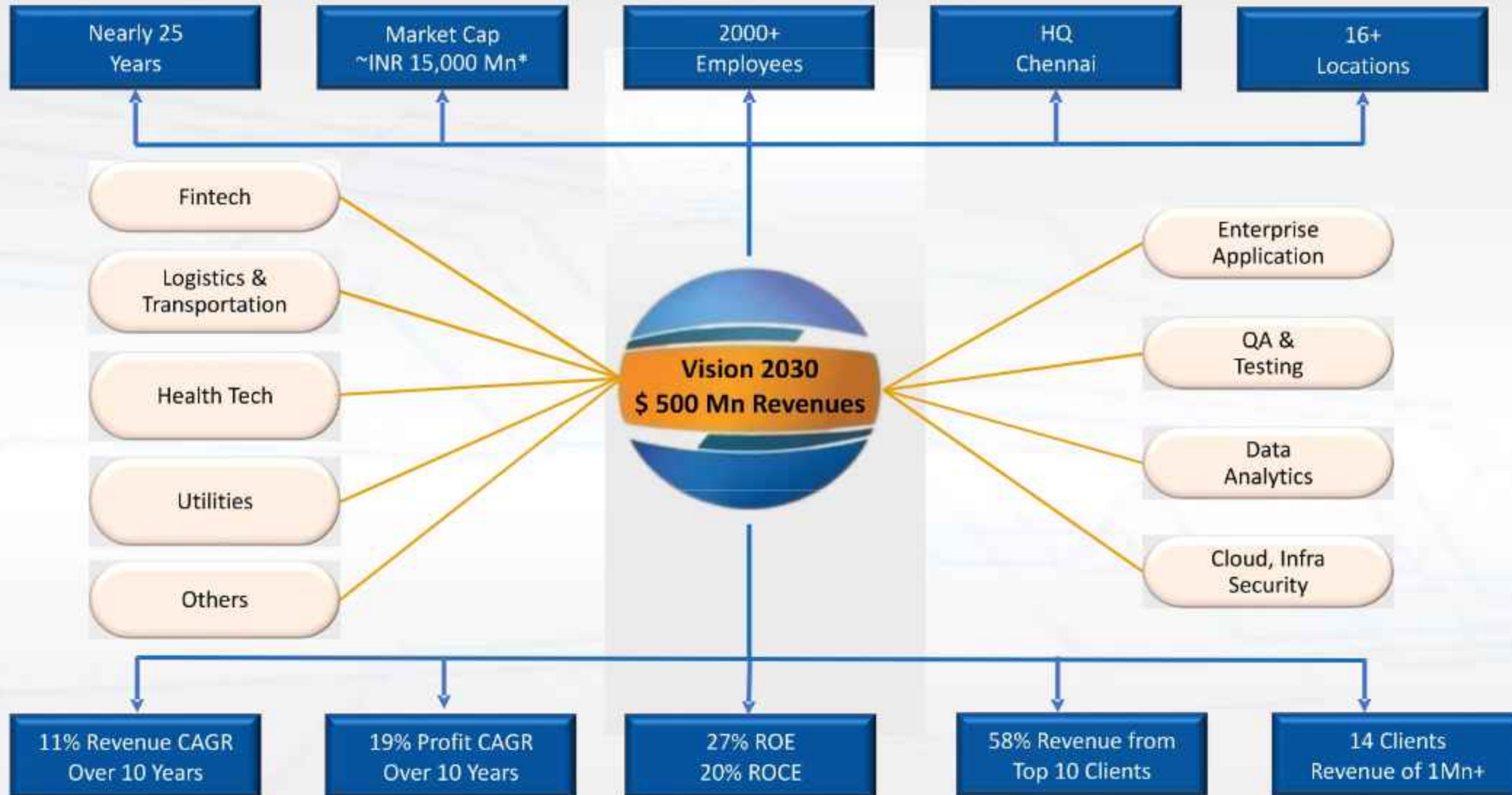




EARNINGS PRESENTATION

Q1-FY24

About Us



Saksoft



Our USP

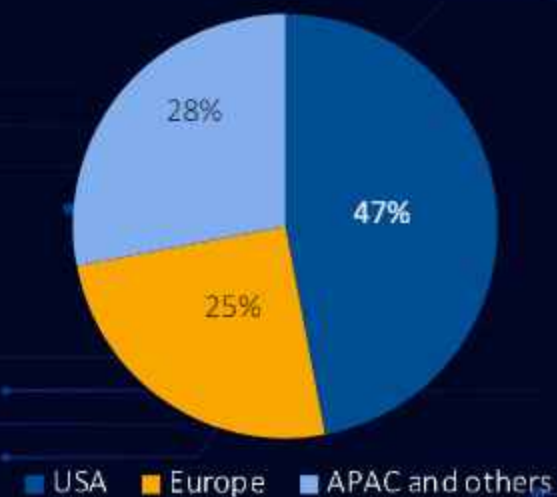
- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Global Presence

FY23 GEOGRAPHICAL PRESENCE



Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

Customer-fit: Focus on clients with revenues ranging from USD 100 million to USD 3 billion not too large to lose the customer perspective nor too little to be unable to spend appropriately.



Cross-selling and upselling by the company aided in its development as a full service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

Q1-FY24 PERFORMANCE

Q1-FY24 Financial and Operational Highlights

Q1-FY24 Consolidated Performance

INR 1,835 Mn
Operating Income

INR 345 Mn
Operating EBITDA

18.80%
Operating EBITDA
Margins

INR 252 Mn
Net Profit

13.73%
PAT Margins

INR 2.51/Share
Basic EPS

Operational Highlights

- Strong YoY Revenue growth of 24% with EBITDA growth of around 54%, with EBITDA margin improvement of 360bps YoY.
- Growth in EBITDA driven by improved operational efficiencies.
- Company is investing in front end sales and capabilities to plan next phase of growth by increasing sales force and investing in new age technologies.
- The company has increased its employee base in a very steady phase in line with our growth objectives.
- Cash at hand was INR 192 Crores as on 30th June, 2023.
- Debtor Days for the quarter was 57 days.

Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

“In Q1-FY24, we delivered 24% growth in revenue and 54% growth in EBITDA on a YOY basis despite the visible slowdown in the IT sector. As we move forward in our journey to reach USD 500 Million in revenues by 2030, we announced the acquisition of Solveda. Solveda will add another market niche for us with its capabilities and strength in the E-commerce vertical especially for the B2B segment. The E-commerce space is witnessing significant global technology spend as physical stores add digital to their distribution channels. In addition, as we grow our business we realize the importance of contributing to a greener-cleaner world and towards this objective we are adding sustainability as also one of our major goals.”

Financial Performance

REVENUES (INR MN)

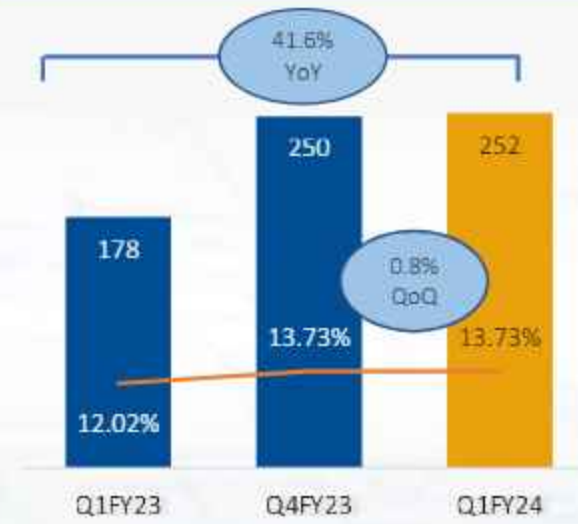
Quarterly Performance



OPERATING EBITDA (INR MN)

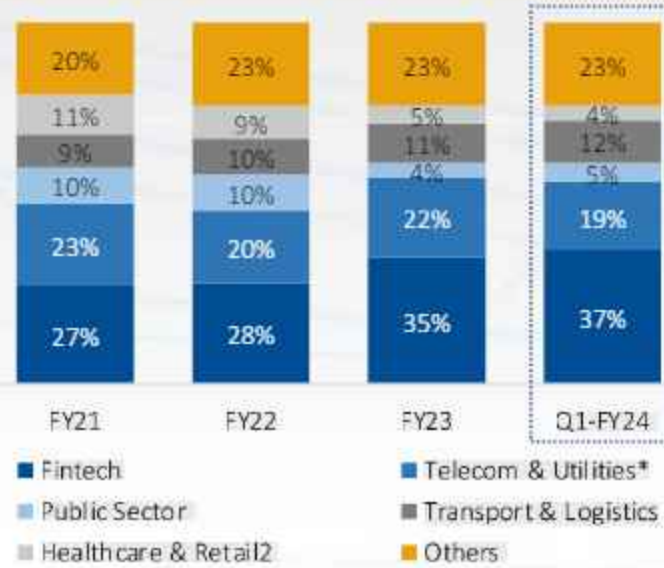


PAT (INR MN)



Q1-FY24 Key Performance Metrics

REVENUE BY VERTICALS

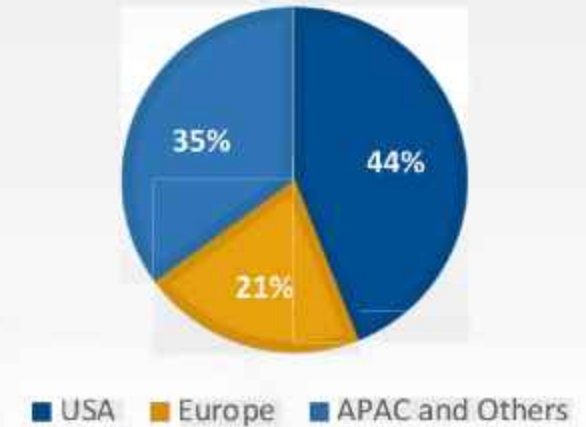


Telecom and Utilities has been reclassified for FY22 and FY23.

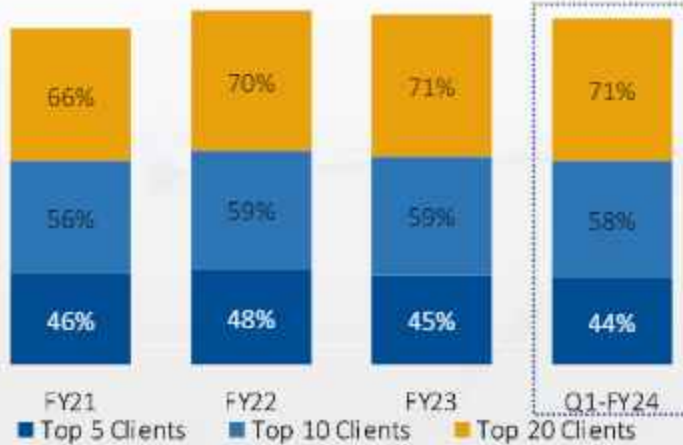
REVENUE MIX (%)



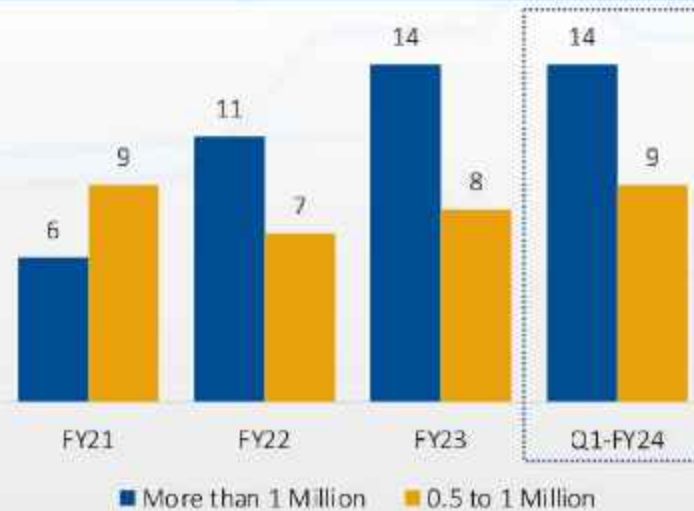
Q1-FY24 REVENUE BY GEOGRAPHY (%)



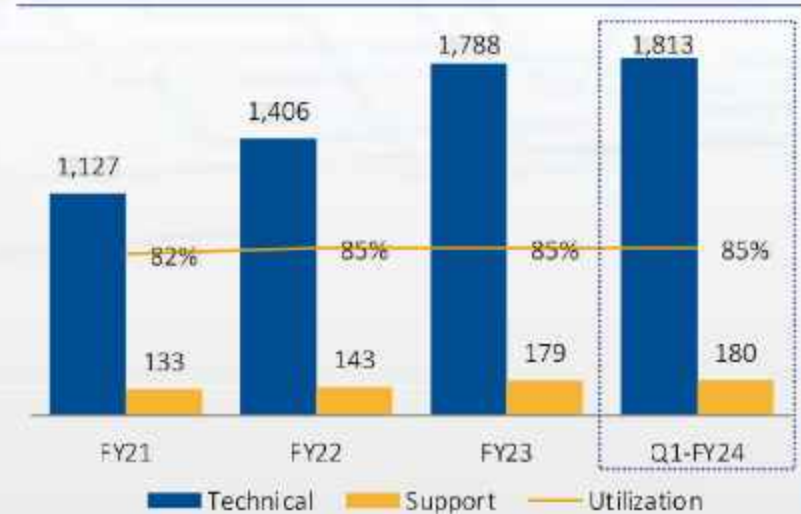
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q1-FY24	Q4-FY23	Q-o-Q	Q1-FY23	Y-o-Y
Operating Income	1,835	1,821	0.8%	1,480	24.0%
Expenses	1,490	1,496	(0.4)%	1,255	18.7%
Operating EBITDA	345	325	6.2%	225	53.3%
<i>Operating EBITDA Margins (%)</i>	18.80%	17.85%	95 bps	15.20%	360 bps
Depreciation	27	27	0.0%	22	22.7%
Finance Cost	5	6	(16.7)%	5	0.0%
Other Income	16	7	NA	32	(50.0)%
PBT	329	299	10.0%	230	43.0%
Tax	77	49	57.1%	52	48.1%
Profit After Tax	252	250	0.8%	178	41.6%
<i>PAT Margins (%)</i>	13.73%	13.73%	0 bps	12.02%	171 bps
Other Comprehensive Income	33	30	10.0%	(38)	NA
Total Comprehensive Income	285	280	1.8%	140	NA
EPS Basic(INR)	2.51	2.49	0.8%	1.78	41.0%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY20	FY21	FY22	FY23	Q1-FY24
Operating Income	3,588	3,858	4,804	6,656	1,835
Expenses	2,978	3,214	4,014	5,574	1,490
Operating EBITDA	610	644	790	1,082	345
<i>Operating EBITDA Margins (%)</i>	<i>17.00%</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	<i>18.80%</i>
Depreciation	73	67	69	100	27
Finance Cost	51	34	28	22	5
Other Income	39	41	111	94	16
PBT	525	584	804	1,054	329
Tax	138	130	171	234	77
Profit After Tax	387	454	633	820	252
<i>PAT Margins (%)</i>	<i>10.78%</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	<i>13.73%</i>
Other Comprehensive Income	55	95	3	85	33
Total Comprehensive Income	442	549	636	905	285
EPS Basic (INR)	3.86	4.56	6.34	8.18	2.51

Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY21	FY22	FY23	PARTICULARS (INR MN)	FY21	FY22	FY23
EQUITIES & LIABILITIES				ASSETS			
Equity				Non-Current Assets			
(A) Equity Share Capital	100	100	100	(A) Property, Plant and Equipment	24	121	147
(B) Other Equity	2,493	3,085	3,945	(B) Right-of-Use Assets	83	167	128
Total Equity	2,593	3,185	4,045	(C) Goodwill on Consolidation	1,483	1,665	1,903
Non-Current Liabilities				(C) Other Intangible Assets	4	3	5
(A) Financial Liabilities				(D) Financial Assets			
(i) Borrowings	200	39	-	(i) Investments	-	70	-
(ii) Other Financial liabilities	-	49	41	(ii) Other Financial Assets	103	24	170
(iii) Lease liabilities	51	119	81	(E) Deferred Tax Assets (Net)	45	47	73
(B) Provisions	54	62	102	Total Non – Current Assets	1,742	2,097	2,426
Total Non – Current Liabilities	305	269	224	Current Assets			
Current Liabilities				(A) Financial Assets			
(A) Financial Liabilities				(i) Short term Mutual Fund	105	105	90
(i) Borrowings	-	2	-	(ii) Trade Receivables	644	1,062	1,164
(ii) Trade Payables	270	295	257	(iii) Cash & Cash Equivalents	900	739	879
(iii) Lease Liabilities	34	47	54	(iv) Bank balances other than above		210	557
(iv) Other Financial Liabilities	91	70	153	(v) Loans	17	-	2
(B) Other Current Liabilities	305	679	858	(vi) Other Financial Assets	79	200	249
(C) Provisions	54	68	90	(B) Current Tax Assets (Net)	16	15	33
Total Current Liabilities	754	1,161	1,412	(C) Other Current Assets	149	187	281
GRAND TOTAL - EQUITIES & LIABILITIES	3,652	4,615	5,681	Total Current Assets	1,910	2,518	3,255
				GRAND TOTAL – ASSETS	3,652	4,615	5,681

Consolidated Financial Performance

REVENUES (INR MN)



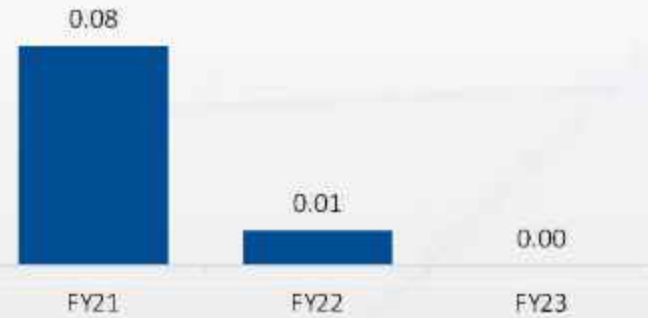
OPERATING EBITDA (INR MN)



PAT (INR MN)



DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)



DSO DAYS



ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

Capital Market Data

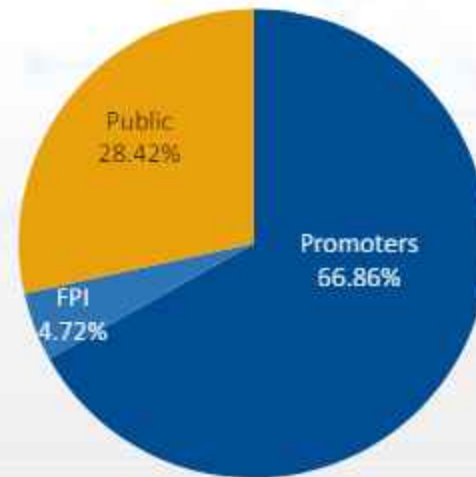
1 year share price movement (Up to 30th June 2023)



Price Data (as on 30th June, 2023)

Face value (INR)	1.00
Market Price (INR)	308.20
52 Week H/L (INR)	342.30/92.55
Market Cap (INR Mn)	32,573.65
Equity Shares Outstanding (Mn)	105.69
1 Year Avg. Trading Volume ('000)	578.13

Shareholding Pattern (As on 30th June 2023)



Dividend as a % of Face Value



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THANK YOU